

Illinois Department of Commerce and Economic Opportunity

IEN Report for October

	October	CY10	FY11	HISTORICAL TO DATE	TOTALS 09-TO DATE
Total SBDC Network Customers Served	3,831	30,541	11,899	730,687	63,580
SBDC Customers Served (all activities)					
Total SBDC Clients Counseled:	1,459	9,015	3,901	303,749	20,327
Total SBDC Counseling Hours:	4,390	51,621	15,930	1,189,683	116,537
Average Hours Per Case:	3.01	5.73	4.08	3.92	5.73
SBDC Training Attendees:	1,660	15,055	5,596	334,842	29,458
Minority Clients Counseled: (all sessions)	373	2,390	1,000	51,319	5,553
Minority Training Attendees:	230	2,832	792	59,726	5,600
Women Clients Counseled: (all sessions)	472	2,988	1,266	87,631	6,717
Women Training Attendees:	464	4,814	1,463	129,764	9,488
Procurement Technical Assistance Centers					
PTAC Clients Counseled	309	1,978	1,069	16,639	4,154
Initial PTAC Counseling Sessions	50	608	250	19,933	1,587
All PTAC Counseling Sessions	557	6,390	2,649	60,646	14,238
Total PTAC Counseling Hours:	825	9,499	4,317	83,222	20,007
Average Hours Per Case:	2.67	4.80	4.04	5.00	4.83
Total PTAC Clients Trained:	284	3,616	890	46,925	7,228
Minority Businesses Counseled: (all sessic	176	2,240	825	39,208	4,755
Women Businesses Counseled: (all sessic	176	2,048	915	42,811	4,658
Economic Impact of Assistance Provided:					
SBDC Jobs Created:	134	2,228	790	74,020	5,597
SBDC Jobs Retained:	99	4,302	1,045	96,719	10,602
SBDC Total Loans Secured:	23	302	98	9,435	729
SBDC Loan Dollars Assisted: \$	\$1,814,500	\$52,830,833	\$13,744,730	\$1,714,998,061	\$222,039,160
SBDC Total Non Debt Financing:	42	609	140	5,552	1,458
SBDC Non Debt Financing: \$	\$1,795,100	\$49,306,828	\$7,890,473	\$466,220,243	\$104,194,191
SBDC New Business Starts:	20	260	70	10,568	621
SBDC Existing Business Expansions:	9	165	44	4,330	396
PTAC Jobs Created:	895	2,821	1,688	14,469	3,529
PTAC Jobs Retained:	368	5,329	2,762	44,264	9,942
PTAC Contracts Assisted:	306	2,148	761	53,277	4,600
PTAC Contract \$ Assisted:	\$546,467,645	\$1,199,738,211	\$693,749,856	\$9,647,634,272	\$3,194,221,125
ITC Sales Assisted: \$	\$0	\$207,492,257	\$44,739,700	\$1,549,518,641	\$438,881,177
NOC Sales Assisted: \$	\$0	\$17,565,904	\$1,630,000	\$448,790,804	\$85,941,904
First Stop:					
Start up Kits:	0	0	0	75,957	0
Regulatory / Assistance Information:	639	7,106	2,635	208,224	17,286
Office of Regulatory Assistance:					
Draft Regulations Reviewed:	58	330	160	9,912	663
Draft Regulations Commented On:	5	97	29	1,483	184
Environmental Assistance Program:					
Total Businesses Assisted:	290	1,626	661	125,768	3,227
Total Helpline Calls Received:	125	798	238	13,139	1,696

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Breakdown of Funding Sources

	October	CY10	FY11	HISTORICAL TOTALS TO DATE	TOTALS 09-TO DATE
International Trade Center Clients Served:					
Total ITC Clients Counseled:	83	562	236	10,966	1,284
Total ITC Counseling Hours:	316	4,358	1,327	62,513	10,048
Average Hours Per Case	3.81	7.75	5.62	5.70	7.83
ITC Clients Trained:	20	1,080	368	13,051	1,188
Minority Clients Counseled: (all sessions)	10	61	30	679	125
Women Clients Counseled: (all sessions)	12	91	38	897	192
ITC Jobs Created	0	53	21	1,293	170
ITC Jobs Retained	0	358	63	3,964	1,154
Nafta Opportunity Trade Center Clients Served:					
Total NOC Clients Counseled:	22	115	63	3,647	256
Total NOC Counseling Hours:	98	1,659	419	26,108	3,868
Average Hours Per Case	4.45	14.43	6.65	7.16	15.11
NOC Clients Trained:	36	73	59	5,142	297
Minority Clients Counseled: (all sessions)	1	7	3	147	12
Women Clients Counseled: (all sessions)	6	21	13	362	37
NOC Jobs Created	0	8	2	671	54
NOC Jobs Retained	0	36	33	2,423	346
SBDC Day Care Center Clients Served:					
Total Day Care Clients Counseled	5	85	8	620	137
Total Day Care Counseling Hours	13	163	21	1,871	335
Average Hours Per Case	2.60	1.92	2.63	3.02	2.45
Day Care Clients Trained	0	929	0	6,576	1,149
Minority Clients Counseled (all sessions)	5	653	7	344	679
Women Clients Counseled (all sessions)	5	745	7	533	794
Entrepreneurship Center Clients Served					
EC Clients Assisted	69	269	193	8,599	826
EC Clients # of Challenge Grants	0	26	8	841	124
EC Clients \$ Value of Challenge Grants	\$0	\$144,125	\$53,375	\$5,116,898	1,037,814
EC Clients Capital Leveraged	\$128,500	\$41,230,573	\$32,861,548	\$466,807,961	113,633,592
EC Clients Jobs Created	0	339	290	8,525	1,811
EC Clients Jobs Retained	0	1,087	714	14,182	4,939
DAR Client Served					
Total DAR Clients Counseled	16	157	65	176	176
Total DAR Counseling Hours	54	489	158	530	530
Average Hours Per Case	3.38	3.11	2.43	5.27	3.01
Total DAR Client Trained	31	672	109	806	806
Minority Clients Counseled	1	46	23	62	49
Women Clients Counseled	4	59	6	51	64
DAR Jobs Created	0	0	0	0	0
DAR Jobs Retained	0	0	0	0	0